

## US EXECUTIVE APPROVAL FORM

**CUSTOMER NAME:** JM Family Enterprises, Inc.

**PARTNER/VAD NAME:**

### SECTION I - Approval Requests:

#### HQAPP Requests:

1. 55% discount on Ebusiness Suite Professional Users (old price model)
2. 75% discount on Electronic Orders
3. 2-Year Price hold

#### Previously approved requests (include date of approval):

- 1.
- 2.

### SECTION II – Deal Summary:

Deal Summary	
Programs	400 E Biz Suite Professional Users, 3,000,000 Electronic Orders
License Discount	55% on Ebiz Suite Professional Users (ebiz + 30%) 75% on Electronic Orders (ebiz + 50%)
Support Discount	55% on Ebiz Suite Professional Users (ebiz + 30%) 75% on Electronic Orders (ebiz + 50%)
Comp & Admin Discount	50% (store discount + 0%)
Phased Implementation for Comp & Admin?	NA
Support Options/Holds	NA
Price Holds	2 Year price hold on all Applications products (E-Business Suite Pricing) from the March 7 Price List
List License	\$3,700,000
List Support	\$814,000
List Comp & Admin	\$1,584,000 first year EBSO fees
Net License	\$1,245,000
Net Support	\$273,900
Net Comp & Admin	\$792,000
Net Total Price	\$2,310,900
Price List Used	MARCH 7, 2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	N/A
Date of Price List for price hold	N/A
When does price hold expire?	N/A
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	

### SECTION III - Justification:



CONFIDENTIAL

ORCL-EDOC-00351459

JM Family Enterprises is a \$9B company based in south Florida who owns the distribution rights to Toyota in SE part of the U.S. They have various businesses that surround these distribution rights such as warranty services, financing, claims etc. They currently run Peoplesoft HR/ PAY and Lawson Financials. They are interested in a CRM solution from Oracle that would handle their warranty services and claims division. Peoplesoft is the competition and have offered a site license for all of JM's employees, for all Peoplesoft applications. JM Family has decided to go with an Oracle solution if we can offer comparable pricing for their users even though we are only offering 400 users and not all of their employees. To meet this budgetary/competitive requirement, JM has requested a 55% discount on the e-business suite professional users and a 75 % discount on the electronic orders. JM Family already has a custom portal built that interacts with their dealers. They only need to license the electronic orders to feed the orders their system will have already taken into Oracle, thus a more competitive discount is needed for the limited functionality they are using. The customer has also agreed to have the solution hosted by Oracle EBSO. Please approve this competitive win at a Peoplesoft install base customer and Q4 deal.

**Recommendation:** approve

**Submitted By:** Frank O'Dowd- TSM, Tony Perrigan, RM. John Boucher, AVP, block

R: 5.21.2003

C: 5.21.2003

L: 5.21.2003

A: 5.21.2003

BP: ra